29 April 2002

MEMORANDUM FOR DISTRIBUTION

Subj: ORACLE ENTERPRISE AGREEMENT

The purpose of this memorandum is to announce the opportunity to save money on Oracle database products through the Department of Defense (DoD) Enterprise Software Initiative (ESI), and to request assistance in getting the word out.

The ESI is a joint DoD project to leverage the buying power of the DoD for purchasing commercial software products. By consolidating software requirements and negotiating Enterprise Software Agreements (ESA) with software vendors, the ESI realizes significant Total Cost of Ownership (TCO) savings in software acquisition and maintenance. The ESI goal is to develop and implement a DoD-wide Enterprise Process to identify, acquire, distribute, and manage Enterprise Software as a DoD asset. These ESA are open to all DoD, the U. S. Coast Guard, and Defense contractors when authorized by their contracting officer. The DoD ESI Web site contains more information on this initiative, in addition to a copy of the DoD Chief Information Officer (CIO) Guidance and Policy Memorandum No. 12-8430, July 26, 2000, "Acquiring Commercially Available Software," which provides general ESI operating procedures. The ESI Web site is located at http://www.don-imit.navy.mil/esi/.

Recently using Army Working Capital Funds available through the ESI, the DON Enterprise Licensing Team purchased a virtual inventory of Oracle products under the existing DOD ESI Enterprise Software Agreement managed by the Army.   This Agreement provides Oracle 9i and 9ias database products at a savings of 64 percent off the General Services Administration (GSA) Federal Supply Schedule (FSS) price and is open to Navy customers with requirements for new Oracle licenses. Navy customers with 9i and 9ias requirements must purchase from this virtual inventory consistent with the DoD CIO Guidance and Policy Memorandum. Ordering information is available on the DoD ESI Web site.

The ESI point of contact is Mr. Floyd Groce at (703) 607-5658, DSN 327-5658, or groce.floyd@hq.navy.mil.

D. E. Porter

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